

-----Original Message-----

From: Demarest, Jr. William [<mailto:William.Demarest@huschblackwell.com>]  
Sent: Wednesday, December 14, 2016 4:07 PM  
To: Tom Stratton  
Subject: RFQ Process

Tom,

First let me say that I do not hold you personally responsible for the travesty during today's Council Committee meeting. Second, this email is not reflective of "sour grapes." If our proposal had been given due consideration and the Dentons response was selected over ours in an open and fair competition, I would not have been as disappointed with the outcome.

However, the fact that the Committee did not even consider the other four responses, asked questions only of Dentons before voting to ratify what was clearly a "pre-ordained action" (not my words, the words of the City Council President) and, again in her words, provide "political patronage," and held no discussion of the relative merits of any of the competing responses, raises serious questions regarding the city council's compliance (or lack thereof) with the public procurement rules of the State of Louisiana and the City of New Orleans. We are reserving our rights to examine that question and bring whatever action may be appropriate to remedy the City Council's obvious violations.

Finally, after all of the talk about "disrespecting" the other respondents who attended the meeting today and how it would be disrespectful to them to have deferred a vote, the failure to even discuss or consider the other responses and proposals before voting on the Dentons proposal was the height of disrespect. I believe it fair to say that the City Council will find far fewer firms willing to respond to future RFQ's given the disgraceful manner in which the present RFQ was handled. The long-term implications of that may be the most serious financial consequence of today's actions because the city will likely not be the beneficiary of any future competition in procurement of legal services.

I realize that neither you nor Pearlina were party to the charade, as evidenced by the extremely hard work you both put into developing detailed matrices to compare the competing responses; matrices that apparently were never considered much less utilized in the decision-making process as you had intended them to be.

I hope you will look me up next time you are in Washington, D.C. But please do not send me any future RFQ's from the City Council. Once was enough. 😊



Bill Demarest

Sent from my iPhone.